

## Message Text

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PAGE 01 STATE 113774

61

ORIGIN EB-07

INFO OCT-01 ARA-10 ISO-00 COME-00 L-02 HEW-06 /026 R

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P 152201Z MAY 75

FM SECSTATE WASHDC

TO AMEMBASSY BRASILIA PRIORITY

AMCONSUL RIO DE JANEIRO PRIORITY

UNCLAS STATE 113774

E.O. 11652: N/A

TAGS: BTRA, EIND, BR

SUBJECT: MISREPRESENTATION OF U.S. MEDICAL EQUIPMENT

1. DEPARTMENT HAS BEEN APPROACHED BY PRESIDENT OF VERNITRON MEDICAL PRODUCTS, INC., CARLSTADT, NEW JERSEY, ABOUT AN URGENT MATTER INVOLVING THEIR MULTIDOSE JET INJECTION GUN WHICH IS USED WORLDWIDE FOR MASS INNOCULATIONS.
2. VERNITRON HAS U.S. PATENTS AND OTHER FOREIGN PATENTS ON THE INJECTION GUN BUT DOES NOT HAVE PATENT PROTECTION IN BRAZIL.
3. VERNITRON'S CURRENT AUTHORIZED BRAZILIAN DISTRIBUTOR IS INCOMET INDUSTRIA E COMERCIO, RUE MAJOR FONSECA, 109, RIO DE JANEIRO, HEADED BY AUGUSTO AMADEU SOUZA. VERNITRON HAS STATED THAT INCOMET, WITHOUT VERNITRON'S KNOWLEDGE OR CONSENT, HAS BEEN SELLING PARTS FOR THE INJECTION GUN WHICH SOUZA HAS HAD MANUFACTURED WITHOUT PERMISSION OF VERNITRON AND HAS BEEN REPRESENTING AS GENUINE VERNITRON PARTS. VERNITRON SAYS THAT THE PARTS ARE OF INFERIOR QUALITY, ARE UNCLASSIFIED

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PAGE 02 STATE 113774

GIVING VERNITRON AN UNDESERVED BAD REPUTATION AND THAT OVER

2,000,000 DOLLARS WORTH OF THESE PARTS HAVE BEEN SOLD TO BRAZILIAN FEDERAL AND STATE GOVERNMENTS DURING THE PAST YEAR IN CONNECTION WITH A HUGE GOVERNMENT INNOCULATION PROGRAM.

4. VERNITRON HAS ONLY BECOME AWARE OF THIS ALLEGED MISREPRESENTATION DURING THE LAST WEEK OR SO AND IS MOST ANXIOUS TO TAKE THE MATTER UP AT THE HIGHEST POSSIBLE LEVEL IN THE MINISTRY OF HEALTH IN ORDER TO ALERT THE MINISTRY ABOUT THE ALLEGED MISREPRESENTATION CONCERNING THE JET INJECTION GUN PARTS AND TO PRESENT ITS CASE FOR US USE OF GENUINE VERNITRON PARTS. VERNITRON SAYS THAT SOUZA IS CHARGING PRICES FOR THE FRAUDULENT PARTS THAT ARE EQUIVALENT TO THOSE FOR THE GENUINE PARTS. IN VERNITRON'S OPINION, THE BRAZILIAN GOVERNMENT IS SPENDING EXCESSIVE AMOUNTS OF MONEY FOR INFERIOR PARTS WHICH ADVERSELY AFFECT THE PERFORMANCE OF THE JET INJECTOR. THE PROBLEM IS PARTICULARLY URGENT AND IMPORTANT NOW, SINCE THE BRAZILIAN GOVERNMENT IS FIGHTING A MENINGITIS EPIDEMIC AND THE EFFECTIVENESS OF THE INNOCULATION CAMPAIGN COULD BE REDUCED BY THE INFERIOR PARTS.

5. THE PRESIDENT OF VERNITRON, BENJAMIN KITTNER, AND HIS EXPORT AGENT, HAROLD GROSS, ARE ANXIOUS THAT BRAZILIAN PROGRAM SUCCEED AND THAT THEIR PRODUCT'S REPUTATION NOT BE BLEMISHED. CONSEQUENTLY, THEY WILL FLY TO BRAZIL AT EARLIEST POSSIBLE TIME AN APPOINTMENT CAN BE ARRANGED WITH THE MINISTER OF HEALTH OR AN APPROPRIATELY HIGH LEVEL MINISTRY OFFICIAL. KITTNER STATES HE WOULD BE DELIGHTED TO SPEND EXTRA TIME IN BRAZIL AT NO COST TO BRAZILIANS TO TRAIN THEIR PEOPLE IN USE AND MAINTENANCE OF INNOCULATION EQUIPMENT.

6. ACTION: EMBASSY REQUESTED TO ARRANGE AN APPOINTMENT WITH THE MINISTER OF HEALTH OR AN APPROPRIATELY HIGH LEVEL MINISTRY OFFICIAL AT EARLIEST POSSIBLE DATE, BEARING IN MIND NECESSARY TRAVEL TIME FOR VERNITRON EXECUTIVES. PLEASE INFORM DEPARTMENT SOONEST ABOUT REQUESTED APPOINTMENTS TO ENABLE US PASS WORD TO KITTNER AND GROSS.  
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PAGE 03 STATE 113774

NOTE: VERNITRON BELIEVES IT WOULD BE DESIRABLE IF SOUZA OF INCOMET WERE NOT ALERTED TO THE NATURE OF THEIR MEETING WITH BRAZILIAN OFFICIALS. KISSINGER

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**To:** BRASILIA RIO DE JANEIRO  
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